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Message Text

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PAGE 01 LISBON 03226 311618Z

44
ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 XMB-07 TRSE-00 RSR-01 RSC-01

/046 W
---------- 109054
P R 311540Z AUG 73
FM AMEMBASSY LISBON
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8417
AMCONSUL OPORTO

UNCLAS LISBON 3226

E.O. 11652: N/A
TAGS: BGEN, PO
SUBJ: PETROSUL REFINERY PROJECT AT SINES

REF: A. LISBON 2324; B. LISBON 2637

COMMERCE FOR CRAIG ATKINS, BIC

PASS EXPORT IMPORT BANK

1. WITH REFERENCE TO PETROSUL'S CONCERN THAT U.S. FIRMS UNABLE TO SUPPLY CRITICAL EQUIPMENT FOR REFINERY (SEE PARA. 3, REF. A), MANAGING DIRECTOR MARQUES PEREIRA TODAY IN-FORMED COMATT. THAT SEVERAL U.S. EQUIPMENT SUPPLIERS HAD DECLINED TO QUOTE ON CRITICAL ITEMS TO BE PURCHASED BEFORE MAIN CONTRACT IS AWARDED IN EARLY 1974. MARQUES PEREIRA PROVIDED COPIES OF TELEGRAMS HE HAD RECEIVED FROM TWO FIRMS: RESPONDING TO REQUEST FOR QUOTE ON SUPPLY AND CONSTRUCTION OF REFINERY TANKAGE, MR. R.C. ULM OF GRAVER TANK, EAST CHICAGO STATED HIS FIRM UNABLE TO QUOTE; IN RESPONSE TO REQUEST FOR QUOTE ON SUPPLY OF ALL MAIN REACTORS, MR. D.L. GARRETT, WYATT INDUSTRIES, U.S. INDUSTRIES INC., DALLAS SENT TELEX BEGIN QUOTE WE REGRET THAT WE WILL BE UNABLE TO QUOTE DUE TO DESTINATION INVOLVED END QUOTE. ACCORDING TO PETROSUL SOURCE, THESE TWO CONTRACTS WORTH 15 TO 20 MILLION DOLLARS.
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PAGE 02 LISBON 03226 311618Z

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

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2. MARQUES PEREIRA PARTICULARLY UPSET WITH WYATT RESPONSE SINCE IT SEEMED TO SUGGEST THAT FIRM WOULD NOT BE PERMITTED OR DID NOT WISH TO SELL TO PORTUGUESE ENTERPRISE. HE WENT ON TO POINT OUT THAT EXIM FINANCING USELESS WITHOUT COOPERATION OF U.S. SUPPLIERS.

3. COMMERCE ACTION REQUESTED: PLEASE CHECK WITH TWO FIRMS NOTED PARA. ONE ABOVE TO DETERMINE THEIR REASONS FOR DECLINING TO QUOTE THIS WORK. PLEASE CABLE SOONEST ALTERNATIVE SOURCES FOR SUPPLY AND CONSTRUCTION OF REFINERY TANKAGE AND SUPPLYOF MAIN REACTORS.
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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EO Systematic Review
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